



# 9<sup>TH</sup> ANNUAL U.S. DEPARTMENT OF ENERGY SMALL BUSINESS CONFERENCE

## PLENARY SESSIONS

### Navigating Successful Teaming Arrangements in the \$440 Billion Federal Market

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# Teaming Defined

- Prime/Subcontract
- Joint Venture
- Mentor-Protégé
- Vendor Relationship
- Reseller/Dealer/Distributor



# Federal Market Defined

- Research & Development - \$52 B
- Professional, Administrative & Management Support - \$50 B
- Aircraft/Airframe Structural - \$ 22.9 B
- ADP/Telecom Services - \$22.9 B
- Construction - \$ 18.4 B
- Fuels/Lubricants - \$13.6 B
- Communication Detection, Coherent Rad. Equip.  
- \$12.5B



# Federal Market Defined

- ADP Equipment - \$8.2 B
- Guided Missiles - \$6.3 B
- Architect/Engineering - \$5.1 B
- Engines, Turbines, Components - \$4.9 B
- Aircraft Components - \$4.6 B
- Natural Resource Conservation - \$3.9 B
- Electric & Electrical equipment components - \$3.9 B
- Special Studies & Analysis (not R&D) - \$3.4 B
- Instruments & Lab Equipment - \$3.2 B



# Federal Market Defined

- Defense - \$294 B
- Energy - \$22.7 B
- Homeland Security - \$15.5 B
- NASA - \$14.4
- GSA - \$12.0 B
- Health & Human Services - \$11.8 B
- Veterans - \$10.3 B
- State - \$4.7 B
- Justice - \$4 B



# Federal Market Defined

- Agriculture - \$3.9 B
- Treasury - \$3.9 B
- Commerce – \$2.0 B
- Labor - \$1.7 B
- EPA - \$1.6 B
- Transportation (FAA) - \$1.4 B
- Education – \$1.4 B
- Housing & Urban Development - \$1.1 B
- Social Security - \$.8 B



# DoE Market Defined

- LOCKHEED MARTIN CORPORATION - \$2.7 B
- LOS ALAMOS NATIONAL SECURITY LLC - \$2 B
- UNIVERSITY OF CALIFORNIA - \$2 B
- BATTELLE MEMORIAL INSTITUTE INC - \$1.6 B
- WESTINGHOUSE ELECTRIC CORPORATION - \$1.3 B
- UT-BATTELLE, LLC - \$1.2 B
- BECHTEL GROUP, INC - \$1.1 B
- FLUOR CORPORATION - \$944 M
- BABCOCK & WILCOX - \$820 M
- CH2M HILL COMPANIES, LTD. - \$770 M



# Subcontracting Requirements

- Statutory Small Business Goals
  - Small Business (23%)
  - SDB (5%)
  - HubZone (5%)
  - Women (3%)
  - Service Disabled Veterans (3%)
- Small Business Subcontracting Plan
- FAR Enforcement (Liquidated damages)





# Today's Panelists

- Ralph C. Thomas, III
  - Legal Aspects of Teaming
- Jacqueline B. West
  - SBA Mentor-Protégé Program
- Sterling Nichols, Jr.
  - DoE Mentor Protégé Programs